

Message Text

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15

ACTION EA-10

INFO OCT-01 ISO-00 SAM-01 NIC-01 SAJ-01 COME-00 NSCE-00

PA-01 PRS-01 USIA-06 SP-02 EB-04 NSC-05 RSC-01

CIEP-01 TRSE-00 SS-20 STR-01 OMB-01 CEA-01 CIAE-00

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FM USLO PEKING

TO SECSTATE WASHDC 2546

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD CH US

SUBJECT: VISIT OF AMERICAN IMPORTERS ASSOCIATION TO PEKING

REF: STATE 209130

1. THREE REPRESENTATIVES OF THE AMERICAN IMPORTERS ASSOCIATION (AIA) -- SIMON KATZ, CHARLES ROSTOV, AND GERALD O'BRIEN -- HAVE COMPLETED, FROM THEIR POINT OF VIEW, A PARTIALLY SUCCESSFUL VISIT TO PEKING AT THE INVITATION OF THE CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE (CCPIT). THE AIA GROUP WAS GIVEN AMPLE OPPORTUNITY TO DISCUSS PRC EXPORTS TO THE US WITH CHINESE TRADE OFFICIALS, BUT WAS DISAPPOINTED IN NOT BEING ABLE TO OBTAIN FROM CCPIT A PROMISE TO SEND A DELEGATION TO THE US.

2. THE AIA REPRESENTATIVES ARRIVED IN PEKING OCTOBER 6, WOUND UP THE SUBSTANTIVE PART OF THEIR VISIT WITH A RETURN BANQUET FOR THEIR CHINESE HOSTS ON OCTOBER 13, AND AFTER A DAY OF SIGHTSEEING WILL DEPART PEKING ON OCTOBER 15. THEIR VISIT STARTED WITH A CALL ON LI YUNG-TING, A VICE-

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PRESIDENT OF CCPIT, AND THEY SUBSEQUENTLY HAD MEETINGS

WITH VARIOUS OFFICIALS IN CCPIT, THE MINISTRY OF FOREIGN TRADE, THE CHINESE NATIONAL FOREIGN TRADE CORPORATIONS, AND THE CHINA NATIONAL EXPORT PACKAGING CORPORATION. HIGHLIGHT OF THEIR VISIT WAS A DAY-LONG SEMINAR PRESENTATION THEY GAVE TO MORE THAN 30 CHINESE TRADE OFFICIALS ON THE SUBJECT OF THE US MARKET AND CHINESE EXPORTS TO THE US.

3. THE AIA REPRESENTATIVES WERE VERY SATISFIED WITH THESE CONTACTS AND EXCHANGES OF VIEWS, BUT WERE DISAPPOINTED AT NOT BEING ABLE TO OBTAIN A POSITIVE COMMITMENT FROM CCPIT TO SEND AN EXPORT DELEGATION TO THE US AS THE GUESTS OF AIA. THE MOST THEY WERE ABLE TO GET WAS A COMMENT FROM LI YUNG-T'ING DURING THE RETURN BANQUET THAT CCPIT APPRECIATES THE AIA INVITATION AND WOULD DISCUSS IT WITH THE CONCERNED CHINESE FOREIGN TRADE CORPORATIONS. THE VISITORS HAD ALSO HOPED TO OBTAIN A JOINT CCPIT-AIA COMMUNIQUE COVERING THEIR VISIT TO PEKING, A FUTURE CHINESE VISIT TO THE US, AND A CONTINUING RELATIONSHIP BETWEEN THE TWO ORGANIZATIONS; CCPIT DEMURRED BUT INDICATED IT DID NOT OBJECT IF AIA WISHED TO ISSUE A UNILATERAL STATEMENT ABOUT THE VISIT TO PEKING.

4. COMMENT: CCPIT DID NOT ACCORD THE AIA DELEGATION THE SAME HIGH LEVEL TREATMENT THAT WAS GIVEN TO THE DELEGATION OF THE NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT) WHICH VISITED PEKING A YEAR AGO, AND WE DO NOT BELIEVE THE CHINESE REGARD THE AIA AS COMPARABLE TO OR AS A SUBSTITUTE FOR THE NCUSCT. LI YUNG-T'ING'S TOAST AT THE RETURN BANQUET (ATTENDED BY USLO OFFICER HOROWITZ) WAS POLITE BUT VERY BRIEF AND MEASURED, AND SOMETHING OF A LET-DOWN TO THE VISITORS BECAUSE HE NEITHER MENTIONED THE AIA INVITATION FOR A CHINESE VISIT TO THE US NOR ALLUDED TO ANY FUTURE CCPIT-AIA RELATIONSHIP.

5. USLO OFFICERS PROVIDED THE AIA GROUP WITH ADVICE AND ASSISTANCE THROUGHOUT THEIR VISIT BUT DID NOT PARTICIPATE IN ANY OF THEIR MEETINGS WITH THE CHINESE NOR WERE THEY INVITED TO DO SO.

6. O'BRIEN INFORMED USLO THAT AIA HAS RECEIVED AN INVITATION LIMITED OFFICIAL USE

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TO THE FORTHCOMING CANTON FAIR, AND THAT THREE AIA MEMBERS WILL ATTEND ON THAT INVITATION. THESE INCLUDE A MR. CAMPBELL OF W. T. GRANT WHO WILL GO TO THE FAIR WITH A SLIDE FILM PRESENTATION ON US CONSUMER PROTECTION REGULATIONS WHICH AIA HOPES HE WILL BE ABLE TO SHOW TO REPRESENTATIVES OF THE CHINESE FOREIGN TRADE CORPORATIONS.
HOLDRIDGE

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